## **Defense Logistics Agency**

# How To Do Business With The Defense Energy Support Center

September 9, 2009
Office of Small Business Programs



### **Agenda**

- Defense Energy Support Center (DESC) Small Business Office
- Market Your Firm
- Mentor/Protégé
- Indian Incentive Program



## **Defense Energy Support** Center

- Acts as principal advisor to the Director
  - Directs the accomplishment of the objectives of the small and small disadvantaged business utilization and the socioeconomic programs in accordance with DoD policies and the Small Business Act as amended by public laws 95-507 and 100-656
- Manages the small business and small disadvantage business utilization program in prime contracting
- Manages the small business and small Disadvantage business utilization subcontracting program
- Manages the small business outreach program
- Advocate/technical advisor for small business during the acquisition process
- Acts as liaison for the center on all matters concerning the



## Federal Acquisition Regulation (FAR) Requirement - Policy

### **Current FAR Policy (FAR Part 19.201 (a)) states**

"It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, Veteran-owned Small Business, Service Disabled Veteran-owned Small Business, HUBZone small business, small disadvantaged business, and woman-owned small business concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract <u>nerformance</u>



# Identify Current DESC Procurement Opportunities

Identify current DESC procurement opportunities in your product or service area by checking the electronic version of the Federal Business Opportunities website, www.fedbizopps.gov which can assist you in identifying DoD, as well as other Federal procurement opportunities.

Visit DESC's website frequently for potential opportunities under "Solicitations"

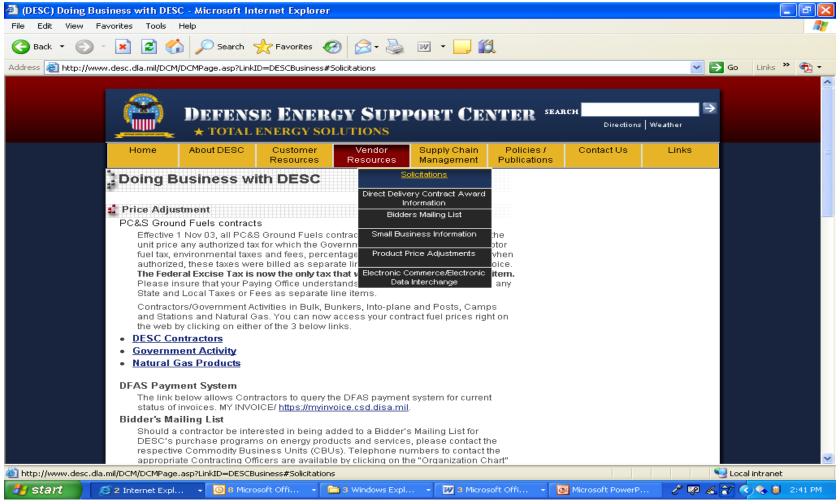


After you have identified your customers, researched their requirements, and familiarized yourself with DESC procurement regulations and strategies, it is time to market your product or service. Present your capabilities directly to the DESC activities that buy your products or services.

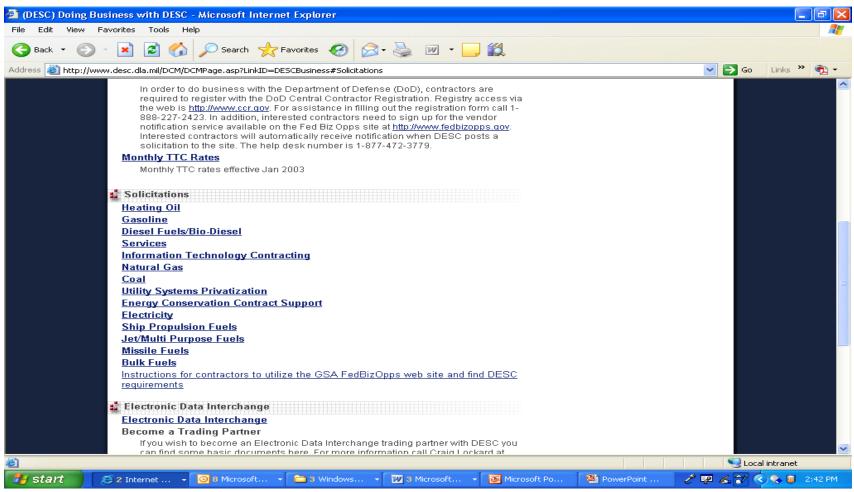




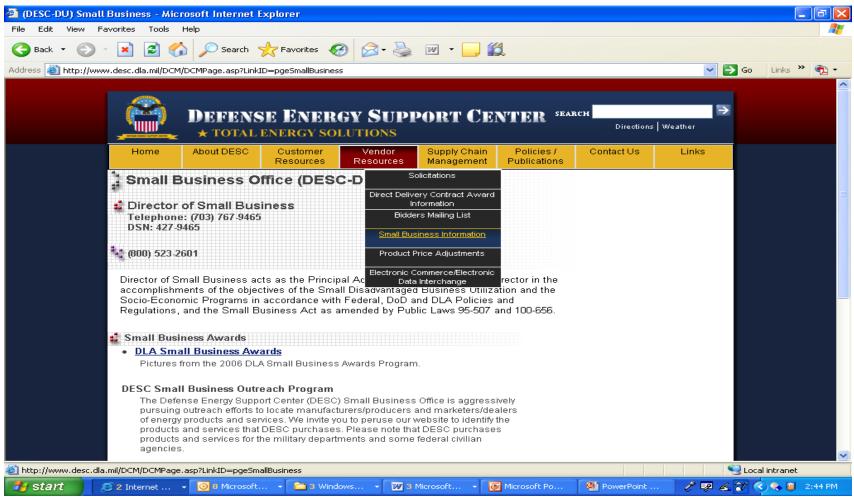














## Identify Your Target Market within DoD

- Army
- Navy
- Air force
- DLA
- Other Defense Agencies are included in a list of DoD Small Business Office Sites, located on www.acq.osd.mil



## Investigate Federal Supply Schedule (FSS)

- Many DoD purchases are, in fact, orders on Federal Supply Schedule (FSS) contracts. Contact the General Services Administration (GSA), www.gsa.gov for information on how to obtain a FSS contract.
- FSS is a GSA service. It is a central organization that provides an economic and efficient system for the procurement, supply, and disposal of surplus property



## Investigate DoD Small-Business <u>Programs</u>

There are several programs that may be of interest to you such as Veteran-Owned, Service-Disabled Veteran-Owned, HUBZone, Small Disadvantaged, Women-Owned, Small Business Innovation Research, Small Business Technology Transfer, Mentor-Protégé, Indian Incentive, Historically Black Colleges Tribal Colleges, Hispanic Serving Institutions, and other Minority Institutions. Information on all these programs is available at www.acq.osd.mil.



## **Explore Subcontracting Opportunities**

Regardless of your product or service it is important that you do not neglect DoD's very large secondary market "Subcontracting Opportunities with DoD Prime Contractors", www.acq.osd.mil. This directory provides, by state, the names and addresses of DoD prime contractors, the names and telephone numbers of Small Business Liaison Officers, and the products and services supplied to DoD



## Contractor Responsibility Requirements

## Federal Acquisition Regulation (FAR) 9.104-1 - General Standards States

"To be determined responsible, a prospective contractor must

- (a) Have adequate financial resources to perform the contract, or the ability to obtain them (see <u>9.104-3(a)</u>);
- (b) Be able to comply with the required or proposed delivery or performance schedule, taking into consideration all existing commercial and governmental business commitments;
- (c) Have a satisfactory performance record (see <u>9.104-3</u>(b) and <u>Subpart 42.15</u>). A prospective contractor shall not be determined responsible or nonresponsible solely on the

basis of a lack of relevant performance history, except as Warfighter Support 04-2 Stewardship Growth & Development



## Contractor Responsibility Requirements

- (d) Have a satisfactory record of integrity and business ethics;
- (e) Have the necessary organization, experience, accounting and operational controls, and technical skills, or the ability to obtain them (including, as appropriate, such elements as production control procedures, property control systems, quality assurance measures, and safety programs applicable to materials to be produced or services to be performed by the prospective contractor and subcontractors). (See 9.104-3 (a).)
- (f) Have the necessary production, construction, and technical equipment and facilities, or the ability to obtain them (see 9.104-3(a)); and
- (g) Be otherwise qualified and eligible to receive an award under applicable laws and regulations."



## Seek Additional Assistance as Needed - From Who?

Defense Energy Support Center Office of Small Business Programs are ready to assist small businesses.

You may also contact the below centers.

- Procurement Technical Assistance Centers (http://www.dla.mil/db/procurem.htm)
- Small Business Development Centers
   (http://www.sba.gov/localresources/index.html)



## Seek Additional Assistance as Needed - From Who?

- Small Business Specialists The Military Services and some Defense Agencies have small business specialists at each of their procurement and contract management offices to assist small businesses, including veteran-owned, servicedisabled veteran-owned HUBZone, small disadvantaged, and women-owned small business concerns in marketing their products and services to DoD
- Contracting Offices Each solicitation contains a point of contact for the contracting office. Review the solicitation thoroughly and ask questions if necessary from the contracting office



## **DESC Office of Small Business Programs**

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### **Office of Small Business Programs**

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### **Subcontracting Compliance Team**

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(Post Award) 703-767-8555

Kevin Bright, Subcontracting Administrator 703-767-9686



## **DESC Office of Small Business Programs**

#### **INSTALLATION ENERGY** (A)

Virginia Broadnax, 703-767-9400
Natural Gas
Coal
Electricity

#### **BULK PETROLEUM (B)**

Virginia Broadnax, 703-767-9400
MilSpec Jet Fuel, JP5, JP8
Bulk Lubricating Oils
Fuel System Icing Inhibitor
Crude Oil
Sells excess petroleum

### ENERGY LENTERPRISE (E)

Sheila McClain 703-767-9678
Privatization
Energy Savings Performance
Contracts

#### **BULK FACILITIES** (F)

Garrell Armstrong, 703-767-8530
Fuel Storage Facilities
Aircraft refueling services
Environmental services
GOCO/COCO
Laboratory Testing

#### **AEROSPACE ENERGY** (M)

Sheila McClain 703-767-9678 Missile fuels Propellants

#### **DIRECT DELIVERY** (P)

Garrell Armstrong, 703-767-8530
Ground fuels
Diesel, Gasoline, Kerosene, Bio
Diesel and Burner Fuel Oil
Specialty fuels

IntoPlane
Bunkers
Air Card



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